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MONTANA Industrial Horizons
STATE PLANNING BOARD Summer, 1962

Washum Products Expands

James Suiter and his father, Reuben, pictured in part of the Washum Products plant in Billings. The two, together with Raymond Suiter, president of the firm, are expanding Washum's product line of cleaning compounds, and their market area now covers all of Montana, Wyoming, North and South Dakota, Idaho and Washington.

Washum Products Company, of Billings, has undergone an expansion program and has added four new products to its line of cleaning compounds. Until recently, the company for many years manufactured and distributed exclusively, Washum Magic, a water-base paste hand cleaner.

The new products are Washum Concentrate, a finely powdered hand cleaner; Washum Waterless, for use when water is not available; Washum Sweep Kleen, both wax based and oil based sweeping compounds; and Washum Deodorant blocks, for home, business, or shop use.

Washum Products was established in the late 1920's by L. M. Sheetz of Billings. He developed the hand cleaner for his own needs when he was proprietor of a radiator and welding shop, and dissatisfied with soaps and hand cleaners then on the market. However, when fellow mechanics and machinists tried out the new cleaner their enthusiasm was such that a demand was created almost over night. Recognizing the potential of his product, Sheetz left the radiator and welding business to devote his entire efforts to the development and manufacture of Washum. It became quite a well-known product during the 30's and early 40's.

During World War II, production was greatly curtailed due to a shortage of raw materials. Following the war, Sheetz revived the operation and maintained a marginal manufacturing effort until his retirement in 1961.

In 1961, Reuben C. Suiter and his two sons, Raymond D. and James B. took over management of the firm.

The Suiters have expanded the company's market area into all of Montana, Wyoming, North and South Dakota, Idaho, and Washington. From 4 to 7 people are employed by the firm during the year.

It is planned to place several additional products on the market in the next few years. This development work, along with studies to constantly improve the present products, is being carried out under the direction of the company's

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Use of Residues for Pulp Boosts Sawmill Profits

The following article is reprinted, by permission of the authors, from the June 1962 issue of the MONTHLY REVIEW which is a newsletter published by the Federal Reserve Bank of Minneapolis.

We are reprinting this article because it presents excellent information regarding sawmill residues in Montana. The wise use of such residues has become the backbone of successful sawmill enterprises throughout the Nation, and Montana's wood products industry will continue to advance only as long as it endeavors to profitably utilize all of the wood in every log.

Montana forests hold a large and virtually untapped source of pulpwood. Only minor cuttings have been made in the past for direct use in pulping; some long distance rail shipments have been made to Wisconsin, others to eastern Washington. But until very recent years, industry has not found it economical to build pulp or paper-making capacity within or near Montana's boundary, so potential pulpwood harvests have had few takers.

It might seem surprising, then, that the construction of Montana's first pulpmill wasn't based on the large pole timber supplies available in the state's forests. Instead, the Waldorf Paper Company mill at Missoula was built, in 1957, to use wood residues turned out as a by-product of sawmill operations around the Missoula area.

Sawmill residues, in fact, have constituted the chief basis for expansion of pulp capacity in many regions in recent years, and future prospects seem to weigh even more heavily in their favor.

Sawmill Residues Are Half of the Log

First we might examine the nature of these residues. Under average mill conditions in Montana, perhaps as much as half of a log's solid wood content gets sliced or chewed away by the machinery that converts the log into lumber. This residue can be divided into two classes: (a) coarse slabs, edgings and trimmings cut from the log, oftentimes carrying bark; and (b) fine residue consisting mostly of sawdust.

Fine residues are mechanically unsuitable for pulping, but coarse residues from practically all Montana softwood species make suitable pulping stock—provided they can be freed from attached bark which itself is objectionable in pulping. Removing the bark requires a simple modification of the production process.

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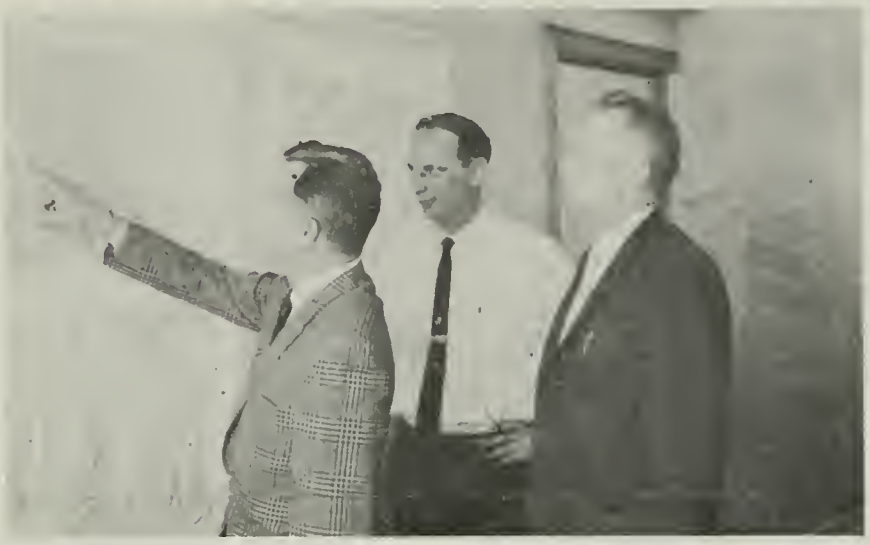
Survey to Aid Toole County Development



Director Tom Collins and Bob Matson of the State Planning Board confer with Ken Borgen, industrial assistance coordinator from the Secretary of the Navy's office in Washington, D. C., regarding the Toole County industrial survey.

An industrial survey of Toole County has recently been completed by the State Planning Board and Kenneth P. Borgen, industrial assistance coordinator from the Secretary of the Navy's office in cooperation with the Shelby Chamber of Commerce and the Sunburst Northern Development Association.

The survey was conducted to develop a community action program to aid in the search for new industries to offset the loss of the Texac Co. refinery at Sunburst which was shut down in 1961 after 37 years of operation. Jack Toole, prominent Sunburst rancher, was in Washington, D. C., recently and made arrangements for Department of Defense participation in the survey.

Meetings were held in both Sunburst and Shelby. Economic problems of the area were discussed, industrial sites surveyed, and idle facilities examined for their production potential. Subsequently, a 13-page Sunburst Community Action Program was prepared and a series of specific items were developed to promote the economic growth of the area.

Borgen stated that he was greatly impressed with the aggressive, able leadership displayed in the county and expressed confidence in the economic development of the area.

CALIFORNIA BUS LINE FINDS KINDNESS, NEW IDEAS, GAIN PASSENGERS

The following is an excerpt from an article recently printed in the "Wall Street Journal." The methods of this California bus line might well be used to revitalize fading profits in almost any type of business.

Santa Monica — Phone for a bus schedule in this California seaside community and a uniformed bus employee will probably deliver it to your door. Offer a bus driver a $20 bill and it's likely he'll suggest you ride free and pay a double fare next time. Such novel courtesies, along with aggressive promotion and cost-cutting, have been helping Santa Monica's city-owned Municipal Bus Lines (MBL) boost passenger volume and make a tidy profit. This success contrasts sharply with the experience of many other local bus lines which have been losing passengers to private cars in large and small cities around the country.

While many bus lines ban baby strollers, MBL permits them; indeed, it even instructs its drivers to help mothers carry them onto the bus. If a passenger phones the line's office to report he left something on a bus, the dispatcher usually sends one of MBL's three two-way radio cars to intercept the bus and return the lost article to the owner's home.

Since 1954 the number of fares carried by the line in a year in this city of about 83,000 persons has increased 16 per cent to more than 12.8 million.

During this same seven-year period, the number of revenue passengers on local buses throughout the U. S. dropped about 22 per cent, according to the American Transit Association.

Directory of Artists and Craftsmen Planned

Two directories, one listing qualified Montana artists and craftsmen and the other listing potential market outlets for arts and crafts items, are currently being compiled by the newly formed Montana Arts and Crafts Marketing Association.

The association was formed at a meeting sponsored by the State Planning Board and the Montana Institute of the Arts held recently in Helena to outline plans for assisting Montana's artists and craftsmen to market their products both within and outside the state. Fred Mass, MIA president, was elected chairman.

Other members and the interests they represent are: E. V. Darlinton, Helena, assistant director of the State Planning Board; Mrs. Dorris Stalker, Helena, assistant director of the State Advertising Department; Mrs. J. Gordon Montgomery, Missoula, MIA; Walter Wetzel, Browning, chairman of the National Congress of American Indians; Hans Jungster, West Glacier, and Virginia Snook, Billings, representing business; Rev. T. Q. Sargent, Warm Springs, representing Montana's institutions; Dr. L. O. Brockmann, Havre, representing education; Branson Stevenson, Great Falls, representing fine arts; Mrs. Ralph Miracle, Helena, director of the Helena Branch of MIA; and Mrs. Ray Bjork, Helena, advisor for MIA.

A questionnaire is now being circulated throughout Montana's communities by local representatives of the MIA to enroll qualified artists and craftsmen who wish to sell, or increase sales of, their "Montana Made" products to tourists and other purchasers of art, handicraft, and souvenir items.

Completed questionnaires will then be screened and those meeting standards set up by the committee will be listed in the directory with a description of the artists' work, prices, and potential output.

A questionnaire is also going out to manager's of stores, hotels, motels, and others who may be interested in selling Montana made art objects or souvenirs and a listing will be prepared and distributed of all interested outlets.

The committee also discussed the possibility of employing a salesman to canvas the state for art products which he would place in markets.

Mrs. Ruby J. Montgomery was elected chairman of the directory committee and anyone interested in obtaining the questionnaires may obtain them from her at 341 Eddy Avenue in Missoula.

In the News - -

Hickory House Sausage Co. has begun preparation and packaging of sausage at 2400 9th Ave. N. in **Great Falls.** Owners Terrance and Richard Cosgrove said they presently operate three trucks to service the North Central Montana area and employ eight people.

* * *

Superior Asbestos Co., subsidiary of Zonolite Co., will build a pilot plant at **Libby** this summer to determine if an asbestos operation might be conducted profitably there, using a by-product of Zonolite's mining and milling plant at the world's largest vermiculite mine.

* * *

A new fire-resistant workshirt has been developed at the Forest Service's Missoula Equipment Development Center. The orange-colored, fire-resistant workshirt was tested during the 1961 fire season by smokejumpers and other special fire crews. The shirt will char under direct contact with flames but does not support flame, and can be laundered or dry cleaned many times without losing this fire-resistant characteristic. The orange color permits quick and easy location of firefighters from the air.

* * *

Montronics, Inc., of Bozeman, which began operation in January of 1961, with 15 salaried employes, has outgrown its original quarters and is now doing business from two locations. The electronics research and manufacturing firm now employs about 80 people and expects a three-fold increase in orders during the next year.

* * *

Sales of sawtimber from national forests in Montana increased about 50 per cent in the second quarter of 1962 over the same period of 1961, preliminary estimates of the U. S. Forest Service indicate.

* * *

Montana Packing Co., in **Great Falls**, has been purchased by Needham Packing Co., of Sioux City, Iowa. Lloyd L. Needham, president of the Needham organization, said the plant here will be expanded from a present daily slaughtering capacity of 35 animals a day to 200 cattle daily and he predicted the plant will be enlarged further by three times within five years if sufficient cattle are available to operate on that expanded scale.

* * *

Snow Bowl ski area, out of **Missoula**, is installing a 5,500 ft. double chair lift and expects to have it in operation for the coming season. Main ski runs are being enlarged and a second pomalift added. A new lodge was in operation last year, the first season for the Bowl, and with the addition of these new lift facilities, it is expected to draw skiers from all parts of the Northwest.

Indian Reservations Prepare OEDP's To Qualify for ARA Benefits

Under terms of the Federal Area Redevelopment Act, to provide loans and grants for planning and financing redevelopment in economically distressed areas, the Montana State Planning Board was designated the State agency to coordinate efforts of development groups in the preparation of their Overall Economic Development Plans (OEDP). Further requirements under this program are that the Planning Board approve the OEDP's and determine whether or not projects which request ARA loans and/or grants fit into the area's OEDP.

Included in the areas designated as eligible for ARA benefits were the seven Indian reservations in Montana. Five of the reservations have completed economic development surveys and they have been submitted to ARA for approval (three have been approved to date) and the other two reservations have prepared preliminary reports. A review of the completed surveys shows them to contain numerous proposals which could enhance the level of propserity for our Indian reservations.

One of the original proposals to be approved under this program resulted in a $65,000 grant to the Salish-Kootenai tribe for a timber cruise on the Flathead Reservation.

Shown above are Windy Boy and Peter Sutherland from the Rocky Boy's Reservation at a meeting with Tom Collins, Director of the State Planning Board, and in the back row are James Crawford from the U. S. Bureau of Indian Affairs, and Knute Bergan, Montana Coordinator of Indian Affairs. At this meeting the Rocky Boy's representatives presented the reservation's OEDP for approval.

Camp and Picnic Areas to Be Refurbished

Continuation of the Forest Service's "Operation Outdoors" program calls for $875,000 in camp and picnic area improvement and construction this summer on the 16 national forests of the Northern Region, Boyd L. Rasmussen, regional forester, has announced.

The more than 25 million acres of national forest land in the Northern Region extends from eastern Washington, across northern Idaho, Montana and into the eastern Dakotas.

Montana, with 73 per cent of the camping and picnic areas in the Northern Region, will receive $625,000 for construction and improvements in the following forests:

Beaverhead (Dillon)	$50,000
Bitterroot (Hamilton)	35,000
Custer (Billings)	55,000
Deer Lodge (Butte)	75,000
Flathead (Kalispell)	65,000
Gallatin (Bozeman)	145,000
Helena (Helena)	60,000
Lewis & Clark (Great Falls)	50,000
Kootenai (Libby)	25,000
Lolo (Missoula)	65,000

Last year recreational visits to the Montana national forests of the region numbered 5,426,000, eighty-three per cent of the total for the entire Northern Region.

"Operation Outdoors" is a program initiated in 1958 designed to provide more and better outdoor recreation facilities in the national forests, to meet the growing popularity of outdoor recreation.

WASHUM PRODUCTS EXPANDS

(Continued from page 1)

president, Raymond Suiter, who graduated from Montana State College in 1959 with an M. S. degree in chemical engineering.

Washum Products are all unconditionally guaranteed and the manufacturers assure customers that "their hand cleaners will get dirty hands cleaner than any product now on the local or national market." The certificate of merit issued to the company by the Automotive Test Laboratories of America states, "Washum, a hand cleaner with a dissolving action, not depending upon an abrasive for its quick removal of tar, dirt, paint, stains, grease, shellac or printers' ink, will not affect the skin in any way but leaves a soft, smooth, lotion-like feeling. A wonderful cleaner for mechanics, motorists and everyone."

The company is seeking new distributors for its products and would welcome inquiries: P. O. Box 351, Billings, Mont.

USE OF SAWMILL RESIDUES

(Continued from page 1)

The modification requires two extra pieces of equipment: a machine to remove bark from the log prior to sawing, and a machine to convert the bark-free coarse residues into chips. The chips are sold then, as a by-product by the sawmill, and may go directly into pulping machinery.

Uses Made of Residues

Residues are "utilized" to some extent at almost all sawmills. Uses made of residues include burning them as fuel to generate steam and power; salvaging the larger whole wood pieces as stock for box-making and for other small wood products; and compressing them into pressed-wood products. Yet great volumes of residues are burned simply to get rid of them, and it costs the mill something to handle its residues in such a way. Hence, a market for residues—provided the extra handling cost is more than covered—is a welcome development for sawmill operators.

Production of chips, an important outlet for sawmill residues in many regions, has opened recently to Montana sawmills. Installation of the requisite equipment is expensive—barking and chipping machinery runs perhaps $200,000 to $250,000 at a minimum—and, consequently, smaller sawmills do not have sufficient volume to justify the installation. Yet, more than twenty Montana mills within a 100-mile radius of Missoula have gone into chip production to supply chips to the Missoula pulp mill. The Waldorf-Hoerner mill with a 300-ton daily pulp capacity requires about 180,000 units of chips (dry basis) per year.

A unit of chips is a standard measure containing 2,400 pounds, approximately the quantity of wood contained in one cord. As a loose rule, an average sawmill can produce about half a unit of chips for each thousand board feet of lumber sawn. If the minimum economic size of a chip-producing sawmill were 10 million board feet of annual lumber capacity, then Montana sawmills falling in this classification conceivably could produce more than half a million units of chips annually. Most of this "capacity" is located in northwestern Montana.

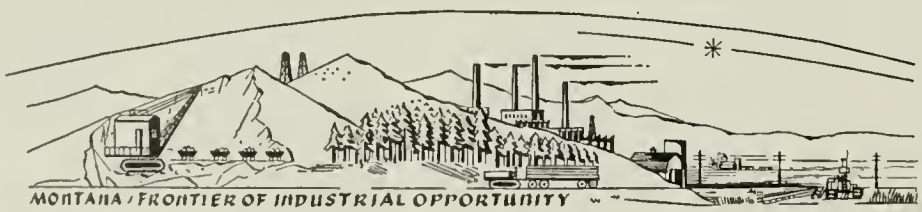
Residues' Role Expanding

The rate at which mill residues have increased their share in the pulpwood market has exceeded many earlier expectations. Considering the western states as a whole, mill residuals ten years ago accounted for one-third of all pulpwood production. Today they account for half of the output. Furthermore, the role of mill residuals is likely to expand even further.

More recent projections of pulpwood requirements for the western states have raised the foreseeable volume needs to a considerably higher level than those of earlier studies, with mill residues expected to meet at least half of the needs. Western Montana, where considerable unused "capacity" exists in terms of both mill residuals and roundwood logs from its forest, is one area in which further expansion of pulping capacity is likely.

New Publications

Mineral Resource Data Sheet 1—Phosphate Rock. By Frank A. Crowley of the Montana Bureau of Mines and Geology. Summation of the uses, occurrence, and marketing of phosphate rock and outlines regulations, taxes, royalties, reserves, and forecast of the phosphate industry. Includes an extensive list of publications on phosphate in Montana and a map showing the principal phosphate outcrops. Available from Bureau of Mines and Geology, Butte, or from State Planning Board, Helena.



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